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[redacted]  
Vice President and General Manager

27 April 1960

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Declass Review by NIMA/DOD

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[redacted]

This letter is concerned with clarifying negotiations between our two companies pertaining to the subject of electronic photographic rectifiers. As you may be aware, in a letter dated 24 February 1960, [redacted] requested a quotation from [redacted] for price and delivery of our standard H-229 Photographic Rectifier. This data was furnished and [redacted] is prepared to supply full information on this equipment.

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In addition, we were requested to furnish price, delivery, and a technical proposal for an electronic rectifier possessing characteristics sufficiently different from our present design to represent a new development. Such a proposal would require that we disclose our state-of-the-art knowledge on the subject of electronic rectification. I am sure you agree that in the absence of reasonable safeguards this does not represent a sound business practice, even in an atmosphere of friendly competition between our two companies.

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We recognize that your responsibilities as Systems Manager are to provide the best possible combination of equipments to the U.S. Air Force. Indeed, it has been suggested by the Air Force that [redacted] cooperate to the fullest possible extent with [redacted] for that part of the program pertaining to the rectifier, and we intend to do so.

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In view of the somewhat unusual circumstances, however, [redacted] is preparing and will submit a complete technical proposal provided you agree:

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- a) that [redacted] will disqualify itself from submitting its own rectifier technical proposal for this program,

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- b) that [REDACTED] will disqualify itself from fabricating the selected rectifier prototype, and
- c) that production of any follow-on quantities will be decided on the basis of competitive procedures, with final approval of such decisions to be made by the U.S. Air Force.

We ask for your compliance with these conditions at the earliest possible time in order that we may expedite preparation of the technical proposal.

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[REDACTED] is vitally concerned with serving the needs of national defense, and we look forward to working with you on this program.

Very truly yours,

[REDACTED]

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bc:

[REDACTED]